Electronic Systems Center Acquisition Development Office

Program Planning

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Presentation to Industry

19 JAN 1999

Background

- Threat
- Resources
- Acquisition Reform
- DoD R&D Small Relative to Commercial
- Force Structure

Air Force Command & Control Summit
11 April 1997

- C2 Needs to Change
- Directed
  - …Manage C2 as a Weapons System
  - …Created The Air & Space Command and Control Agency (ASC2A)
  - …Implement Evolutionary Acquisition & Spiral Development
  - …Expeditionary Force Experiment (EFX)

ESC's #1 Leadership Priority

Achieving an Acquisition Cycle Time of 18 Months or Less

Enabler ➤ Commercial Technology & Practices

T_0 = $ In Hand

T_{18} = Supportable Capability In User's Hand

FUZZY FRONT END
ESC NOV 97 Process

Old: Fuzzy Front End

New: Program Planning

What Is The Fuzzy Front End?

18 Months

| Day 0 Val Req $s | Acq Strategy (Feedback) Approval | Contract Award (Feedback) | Feedback to User Decision | Feedback to User Decision | System Del |

Very Little of the 18 Months Can Be Used to Reach Contract Award

What is the Fuzzy Front End?

The Effort(s) That Must Be Accomplished to Allow the Delivery of an Acceptable Product to the User Within 18 Months of a Receipt of Funds

What is the Fuzzy Front End?

- When the Clock Starts Alternative Solutions Must be in Hand
- Alternatives Should Include
  - Technical, Cost, Schedule and Risk Information
    - Needed for Alternative Selection and Tradeoffs
  - Process Changes
    - Contracting, Oversight, Requirements, Funding, Test, Etc.

Where We Stood NOV 97

- SPOs Do a Good Job of Nurturing New Effort Related to Their Existing Programs
- We Have Trouble Turning Lab Technologies Into Products
- Program Alternatives Are Not Well Thought Out
- No Funding for Front End Efforts
  – Difficult to Get and More Difficult to Maintain
- ASC2A and Battle Labs are in the Embryo Stage
- Current Efforts Not Focused

What is the Desired End State?

- The Fuzzy Front End Will Be a Continuous Effort
  - Better Focus on Today's Environment
- We Will Have A Good Handle on Technology
  - Present/future
  - Performance, Cost, Schedule & Risk
- We Will Be Well Apprised of the Users' Needs
- The Users Will Be Well Apprised of What's Available
- Reengineered Acquisition Processes In Place
- Cycle Times Will Be Less Than 18 Months

We Need Feedback

- How Can we Improve the Process

- In the Past Profit has Been Based Upon Cost

How Do We Best Change This Parad